

ORDER



Orders
Order / Rev: 434479
Alt Order #: WOC10486416
Product Desc: Issue
Estimate: 5676
Flight Dates: 10/25/16 - 10/31/16
Original Date / Rev: 10/14/16 / 10/14/16
Order Type: NORMAL

Primary AE: Howard Voss
Sales Office: NDUN
Sales Region: National

Agency Name: Waterfront Strategies
Buying Contact:
Billing Contact:
 3050 K Street NW
 Washington, DC 20007

Billing Type: Cash
Billing Calendar: Broadcast
Billing Cycle: EOM/EOC
Agency Commission: 15%

Advertiser Name: AFSCME
Demographic: HH
Product Codes: Issue - National - Other
Priority: P-03
Revenue Codes: AGY, POL, POL-ISS

New Business Thru:
Order Separation: 00:15:00
Advertiser External ID: 7701
Agency External ID: 5337
Unit Code: General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
09/26/16	10/30/16	22	\$13,175.00	\$11,198.75
10/31/16	10/31/16	7	\$5,400.00	\$4,590.00

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2016	22	\$13,175.00	\$11,198.75	0.00
November 2016	7	\$5,400.00	\$4,590.00	0.00
Totals	29	\$18,575.00	\$15,788.75	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Howard Voss			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 1	WNDU	10/25/16	10/31/16	16 Morning News @ 530a 16 Morning News 530a	CM	5:30 AM-6:00 AM (5:30 AM-6:00 AM)	MTWTF--	:30	1	\$250.00	P-03	0.00	NM	1	\$250.00
(Program: 16 MNG NWS 530)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		10/25/16	10/31/16	MTWTF--			1			\$250.00		0.00			
E 2	WNDU	10/25/16	10/31/16	16 Morning News @ 6a CM 16 Morning News 6a	CM	6:00 AM-6:30 AM (6:00 AM-6:30 AM)	MTWTF--	:30	1	\$650.00	P-03	0.00	NM	1	\$650.00
(Program: 16 MNG NWS 6)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		10/25/16	10/31/16	MTWTF--			1			\$650.00		0.00			
E 3	WNDU	10/25/16	10/31/16	16 Morning News @ 630a 16 Morning News 630a	CM	6:30 AM-7:00 AM (6:30 AM-7:00 AM)	MTWTF--	:30	3	\$700.00	P-03	0.00	NM	3	\$2,100.00
(Program: 16 MNG NWS 630)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		10/25/16	10/31/16	MTWTF--			3			\$700.00		0.00			
E 4	WNDU	10/25/16	10/31/16	Today Show Today Show	CM	7:00 AM-9:00 AM (7:00 AM-9:00 AM)	MTWTF--	:30	2	\$850.00	P-02	0.00	NM	2	\$1,700.00
(Program: TODAY SHW)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		10/25/16	10/31/16	MTWTF--			2			\$850.00		0.00			
E 5	WNDU	10/25/16	10/29/16	Newscenter 16 Sat AM Newscenter 16 Sat AM	CM	7:00 AM-10:00 AM (7:00 AM-10:00 AM)	-----S-	:30	1	\$300.00	P-03	0.00	NM	1	\$300.00
(Program: NWSCNTR 16 SA AM)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			

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Advertiser: AFSCME
 Product Desc: Issue
 Estimate: 5676

WNDU

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 5	WNDU	10/25/16	10/29/16	Newscenter 16 Sat AM Newscenter 16 Sat AM	CM	7:00 AM-10:00 AM (7:00 AM-10:00 AM)	-----S-	:30	1	\$300.00	P-03	0.00	NM	1	\$300.00
(Program: NWSCNTR 16 SA AM)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/24/16	10/30/16	-----S-	1		\$300.00		0.00						
E 6	WNDU	10/25/16	10/31/16	Today Show II Today Show II	CM	9:00 AM-10:00 AM (9:00 AM-10:00 AM)	MTWTF--	:30	2	\$350.00	P-03	0.00	NM	2	\$700.00
(Program: TODAY SHW II)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	MTWTF--	2		\$350.00		0.00						
E 7	WNDU	10/25/16	10/31/16	Newscenter 16 @ Noon Newscenter 16 @ Noon	CM	12:00 PM-12:30 PM (12:00 PM-12:30 PM)	MTWTF--	:30	2	\$200.00	P-03	0.00	NM	2	\$400.00
(Program: NWSCNTR16@NOON)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	MTWTF--	2		\$200.00		0.00						
E 8	WNDU	10/25/16	10/31/16	M-F 1p-2p M-F 1p-2p	CM	1:00 PM-2:00 PM (1:00 PM-2:00 PM)	MTWTF--	:30	2	\$75.00	P-04	0.00	NM	2	\$150.00
(Program: WENDY WILLIAMS)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	MTWTF--	2		\$75.00		0.00						
E 9	WNDU	10/25/16	10/30/16	Su Today Su Today	CM	9:00 AM-10:00 AM (9:00 AM-10:00 AM)	-----S	:30	1	\$500.00	P-02	0.00	NM	1	\$500.00
(Program: SUN TODAY SHW)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/24/16	10/30/16	-----S	1		\$500.00		0.00						
E 10	WNDU	10/25/16	10/31/16	M-F 4p-5p M-F 4p-5p	CM	4:00 PM-5:00 PM (4:00 PM-5:00 PM)	MTWTF--	:30	3	\$275.00	P-03	0.00	NM	3	\$825.00
(Program: ELLEN)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	MTWTF--	3		\$275.00		0.00						
E 11	WNDU	10/25/16	10/31/16	Newscenter 16 @ 5p M-EM Newscenter 16 @ 5p M-F	CM	5:00 PM-5:30 PM (5:00 PM-5:30 PM)	MTWTF--	:30	2	\$750.00	P-03	0.00	NM	2	\$1,500.00
(Program: NWSCNTR16@5)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	MTWTF--	2		\$750.00		0.00						
E 12	WNDU	10/25/16	10/31/16	Newscenter 16 @ 530p M Newscenter 16 @ 530p M-F	CM	5:30 PM-6:00 PM (5:30 PM-6:00 PM)	MTWTF--	:30	1	\$800.00	P-03	0.00	NM	1	\$800.00
(Program: NWSCNTR16@5:30)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	MTWTF--	1		\$800.00		0.00						
E 13	WNDU	10/25/16	10/31/16	Newscenter 16 @ 6p M-EM Newscenter 16 @ 6p M-F	CM	6:00 PM-6:30 PM (6:00 PM-6:30 PM)	MTWTF--	:30	1	\$1,250.00	P-03	0.00	NM	1	\$1,250.00
(Program: NWSCNTR16@6)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	MTWTF--	1		\$1,250.00		0.00						
E 14	WNDU	10/25/16	10/31/16	M-F 7p-730p M-F 7p-8p	CM	7:00 PM-7:30 PM (7:00 PM-7:30 PM)	MTWTF--	:30	2	\$500.00	P-03	0.00	NM	2	\$1,000.00
(Program: INSIDE EDITION)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	MTWTF--	2		\$500.00		0.00						
E 15	WNDU	10/25/16	10/31/16	Monday Prime Rotator Monday Prime Rotator	CM	8:00 PM-10:00 PM (8:00 PM-10:00 PM)	M-----	:30	1	\$2,500.00	P-03	0.00	NM	1	\$2,500.00
(Program: VOICE)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/25/16	10/31/16	M-----	1		\$2,500.00		0.00						
E 16	WNDU	10/25/16	10/25/16	Tuesday Prime Rotator Tuesday Prime Rotator	CM	8:00 PM-10:00 PM (8:00 PM-10:00 PM)	-T-----	:30	1	\$2,000.00	P-03	0.00	NM	1	\$2,000.00
(Program: VOICE)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>						
Week:		10/24/16	10/30/16	-T-----	1		\$2,000.00		0.00						
E 17	WNDU	10/25/16	10/31/16		CM	11:00 PM-11:35 PM	MTWTF--	:30	2	\$750.00	P-03	0.00	NM	2	\$1,500.00

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Advertiser: AFSCME
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WNDU

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
Newscenter 16 @ 11p M-F															
Newscenter 16 @ 11p M-F (11:00 PM-11:35 PM)															
(Program: NWSCNTR16@11)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week: 10/25/16		10/25/16	10/31/16	MTWTF--			2			\$750.00		0.00			
E 18	WNDU	10/25/16	10/31/16	The Tonight Show	CM	11:35 PM-12:35 XM	MTWTF--	:30	1	\$450.00	P-03	0.00	NM	1	\$450.00
The Tonight Show (11:35 PM-12:35 XM)															
(Program: TONIGHT SHOW)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week: 10/25/16		10/25/16	10/31/16	MTWTF--			1			\$450.00		0.00			
													Totals	29	\$18,575.00



WNDU
54516 State Rd 933
South Bend, IN 46637
(574) 284-3000

CONTRACT

<u>Contract / Revision</u> 434479 /		<u>Alt Order #</u> WOC10486416
<u>Product</u> Issue		
<u>Contract Dates</u> 10/25/16 - 10/31/16		<u>Estimate #</u> 5676
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 10/14/16 / 10/14/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WNDU	<u>Account Executive</u> Howard Voss	<u>Sales Office</u> South Bend Nat
<u>Special Handling</u>		
<u>Demographic</u> Households		
<u>Agy Code</u> 9914573	<u>Advertiser Code</u> 194	<u>Product 1/2</u> 207
<u>Agency Ref</u> 5337		<u>Advertiser Ref</u> 7701

And:

Waterfront Strategies
3050 K Street NW
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WNDU	10/25/16	10/31/16	16 Morning News 530a	5:30 AM-6:00 AM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				1	\$250.00				
N 2	WNDU	10/25/16	10/31/16	16 Morning News 6a	6:00 AM-6:30 AM		:30				NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				1	\$650.00				
N 3	WNDU	10/25/16	10/31/16	16 Morning News 630a	6:30 AM-7:00 AM		:30				NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				3	\$700.00				
N 4	WNDU	10/25/16	10/31/16	Today Show	7:00 AM-9:00 AM		:30				NM	2	\$1,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				2	\$850.00				
N 5	WNDU	10/25/16	10/29/16	Newscenter 16 Sat AM	7:00 AM-10:00 AM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/24/16	10/30/16	-----S-				1	\$300.00				
N 6	WNDU	10/25/16	10/31/16	Today Show II	9:00 AM-10:00 AM		:30				NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				2	\$350.00				
N 7	WNDU	10/25/16	10/31/16	Newscenter 16 @ Noon	12:00 PM-12:30 PM		:30				NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				2	\$200.00				
N 8	WNDU	10/25/16	10/31/16	M-F 1p-2p	1:00 PM-2:00 PM		:30				NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				2	\$75.00				
N 9	WNDU	10/25/16	10/30/16	Su Today	9:00 AM-10:00 AM		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/24/16	10/30/16	-----S				1	\$500.00				
N 10	WNDU	10/25/16	10/31/16	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	3	\$825.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				3	\$275.00				
N 11	WNDU	10/25/16	10/31/16	Newscenter 16 @ 5p M-F	5:00 PM-5:30 PM		:30				NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				2	\$750.00				
N 12	WNDU	10/25/16	10/31/16	Newscenter 16 @ 530p M-F	5:30 PM-6:00 PM		:30				NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				1	\$800.00				

(* Line Transactions: N = New, E = Edited, D = Deleted)

This Agreement is subject to the Standard Terms and Conditions available at www.gray.tv/advertising



WNDU
54516 State Rd 933
South Bend, IN 46637
(574) 284-3000

<u>Contract / Revision</u> 434479 /		<u>Alt Order #</u> WOC10486416
<u>Contract Dates</u> 10/25/16 - 10/31/16	<u>Product</u> Issue	<u>Estimate #</u> 5676
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 10/14/16 / 10/14/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
N 13	WNDU	10/25/16	10/31/16	Newscenter 16 @ 6p M-F	6:00 PM-6:30 PM		:30				NM	1	\$1,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				1	\$1,250.00				
N 14	WNDU	10/25/16	10/31/16	M-F 7p-8p	7:00 PM-7:30 PM		:30				NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				2	\$500.00				
N 15	WNDU	10/25/16	10/31/16	Monday Prime Rotator	8:00 PM-10:00 PM		:30				NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	M-----				1	\$2,500.00				
N 16	WNDU	10/25/16	10/25/16	Tuesday Prime Rotator	8:00 PM-10:00 PM		:30				NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/24/16	10/30/16	-T-----				1	\$2,000.00				
N 17	WNDU	10/25/16	10/31/16	Newscenter 16 @ 11p M-F	11:00 PM-11:35 PM		:30				NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				2	\$750.00				
N 18	WNDU	10/25/16	10/31/16	The Tonight Show	11:35 PM-12:35 AM		:30				NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/25/16	10/31/16	MTWTF--				1	\$450.00				
Totals								0.00				29	\$18,575.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/26/16 - 10/30/16	22	\$13,175.00	(\$1,976.25)	\$11,198.75
10/31/16 - 10/31/16	7	\$5,400.00	(\$810.00)	\$4,590.00
Totals	29	\$18,575.00	(\$2,786.25)	\$15,788.75

Signature: _____ **Date:** _____

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AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
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I, Mike Furman - authorized rep. of Boyle
do hereby request station time concerning the following issue:

AFSCME People

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

This broadcast time will be used by: AFSCME People

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Evan Bayh
Todd Young

US Senate, IN

11/8/16

I represent that the payment for the above described broadcast time has been furnished by (name and address):

AFL-CIO People 1625 L Street NW Washington, DC 20036

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

President - Lee Saunders
Sec / Treasurer - Laura Reyes

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

<u>4/27/16</u>	<u></u>	<u>202-338-8700</u>
Date	Signature	Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☐ Accepted ☐ Accepted in Part ☐ Rejected

_____	_____	_____
Signature	Printed Name	Title

